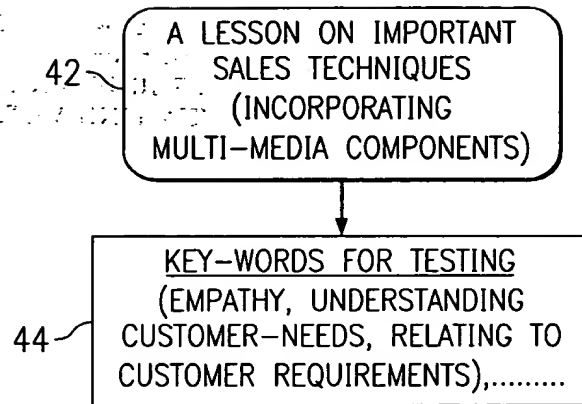


*Fig. 2B**Fig. 2C*

46 WHAT IS THE TOP REQUIREMENT FOR EFFECTIVE SALES CALLS?

- A) EMPATHY
- B) APATHY
- C) ITEM 3
- D) ITEM 4

48 PLEASE TYPE YOUR RESPONSE TO THE QUESTION IN THE BOX BELOW:

WHAT IS THE TOP REQUIREMENT FOR EFFECTIVE SALES CALLS?



3/4

Fig. 3A

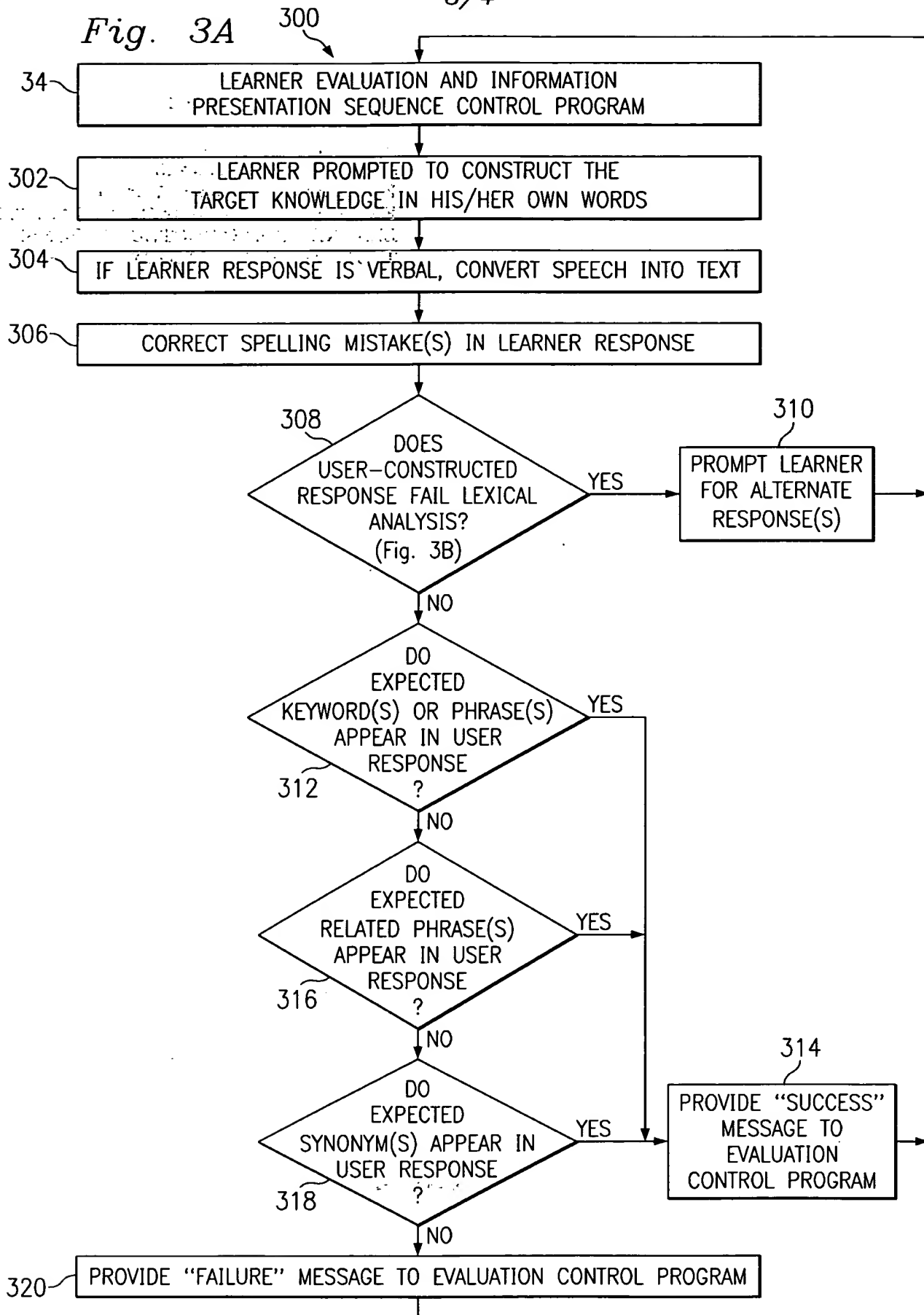


Fig. 3B

